

**From:** Al Kolwicz  
**To:** Microsoft ATR  
**Date:** 1/23/02 8:15pm  
**Subject:** Microsoft Settlement

Dear Sirs:

I have read that AOL has filed suit against Microsoft for its methods of marketing of the browser.

This foolishness should be stopped.

1. Netscape captured market share using give-away techniques.
2. It should always be a company's option to giveaway product in order to achieve other strategic objectives - consider razors & blades, and printers & cartridges.
3. It should always be a company's option to make deals with its customers and its distributors. I believe that a quantity discount can be legitimately combined with a preferential status. I'll give you top billing if you'll give me X discount. I'll place your name on the cover if you'll commit to a fixed number of units at a fixed price per unit. Etc.
4. I chose the Internet Explorer from Microsoft because it is superior, and presented a path that was more compatible with where I want to go.
5. I have both Netscape Communicator 4.74 and Internet Explorer 6.0 on my workstation.
6. I use IE almost exclusively because it works best for me in my environment, and I have faith that Microsoft best understands what is required to fill the needs of the future - and I am confident that they will perform.

Those who do not wish to compete should stay out of the commercial world.

Microsoft should be encouraged, not discouraged from making the innovations needed to exploit opportunities for increased productivity.

It is wrong of the States to gang up on Microsoft. It is wrong of AOL to attempt to use our government and justice systems to cause harm to Microsoft.

In my opinion, Microsoft is a model competitor. They have created an enormous "cottage industry" for hundreds of thousands of non-Microsoft employees. And they have created a platform that is sufficiently open, and has enough users to entice product developers to produce high quality low cost applications.

I ask that DOJ disregard AOL's whining and that DOJ reexamine the merits of the case. In my opinion, we need more producers in our economy like Microsoft.

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